

Message Text

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ORIGIN COME-00

INFO OCT-01 EA-07 ISO-00 EB-07 /015 R

DRAFTED BY COMM/BIC/OED/SIPS/JTHARDISTY/SG

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----- 080946

O 101733Z DEC 76

FM SECSTATE WASHDC

TO AMEMBASSY TAIPEI IMMEDIATE

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E.O. 11652: NA

TAGS: BEXP, TW

SUBJECT: PRODUCT OPPORTUNITY - CONTAINER HANDLING TRANS-
--- FER CRANE FOR PORT OF KAOHSIUNG

1. REPRESENTATIVE FROM PACECO CORPORATION, DIVISION OF FRUEHOFF, CALLED STRATEGIC INDUSTRIAL PRODUCT SALES GROUP (SIPS) OF USDOC RE PROBLEM THEY HAVE ENCOUNTERED IN BIDDING ON ONE CONTAINER HANDLING TRANSFER CRANE FOR PORT OF KAOHSIUNG (INVITATION NO. GF3-641845). PACECO ORIGINALLY SUBMITTED BID OF NEARLY 500,000 DOLLARS ON JAN. 20, 1976 AND SINCE THEN, WHILE NEGOTIATIONS HAVE CONTINUED WITH THE PORT'S PROCUREMENT OFFICE, CENTRAL TRUST OF CHINA (C.T.C.) HAS NOT RAISED BID OFFER. C.T.C. HAS GIVEN IMPRESSION OVER PAST YEAR THAT U.S. EQUIPMENT IS PREFERRED.

2. PACECO'S AGENT, TATUNG, HAS NOW INFORMED THEM THAT WEST GERMAN FIRM OF PEINER HAS BEEN PERMITTED TO LOWER ITS BID BY 92,308 DOLLARS TO 325 DOLLARS LOWER THAN PACECO'S BID. PRIOR TO THIS PACECO HAD BEEN LOWEST BIDDER. TATUNG
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ALSO LEARNED THAT DECISION HAS NOW APPARENTLY BEEN

MADE TO ACCEPT PEINER OFFER.

3. ACTION REQUESTED: THIS REQUIREMENT IS PART OF
WHAT IS EXPECTED TO BE LARGER, FUTURE PROCUREMENT.
SUCCESSFUL BIDDER FOR THIS CONTRACT WILL HAVE INSIDE TRACK
ON FUTURE TENDERING. REQUEST EMBASSY DISCREETLY INQUIRE
AS TO VALIDITY OF INFORMATION PROVIDED TO PACECO. IF FACTS
AS RELATED BY TATUNG ARE ACCURATE, WOULD APPRECIATE
WHATEVER HELP EMBASSY CAN PROVIDE. FYI ACCORDING TO
PACECO, AT LEAST THREE OTHER U.S. FIRMS ARE BIDDING FOR
THIS CONTRACT BUT PACECO IS ONLY FIRM, U.S. OR FOREIGN,
WHICH HAS BID TO SPECS END FYI.
ROBINSON

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